



We're the people who make life better.

Corporate Fact Sheet

Overview

ÁegisLiving is a national leader in the senior living industry, embracing innovation and creativity to provide the highest level of care and service to its residents. A private, family-owned company founded in 1997 by Chairman and CEO Dwayne Clark, ÁegisLiving is consistently ranked among the top companies on the West Coast, with a strong record of growth, innovation, and employer excellence.

Employees: 1,696

Residents: 2,600+

Revenue under Management: \$129 million (2007 unaudited)

Real Estate Assets: Over \$1 Billion

Communities: 32 in Washington, California and Nevada

Founded: 1997

Web Site: www.AegisLiving.com

Leadership: Dwayne J. Clark, Chairman and CEO
Jerry Meyer, President and Chief Operating Officer
Brian Poggi, Chief Marketing Officer
Polly Miller, Chief Culture Officer

The Áegis Philosophy

"We're the people who make life better." At AegisLiving there is a simple philosophy: strive to treat all people with the highest possible standards. That means residents, families, employees and partners. In turn, Aegis is able to craft, improve and provide, what is, without question, the finest in senior lifestyle and living options available. This is done with an emphasis on health, quality of life, well-being and community.

The Áegis Difference

ÁegisLiving's breakthrough design, innovative operational concepts and special philosophies of care have made ÁegisLiving a premier choice for those seeking senior living options. ÁegisLiving's communities are specifically designed to promote a vibrant lifestyle, with unparalleled amenities and services, as well as a "guest services" approach that ensures residents' and families' needs are met in a prompt and friendly way.

The Aegis Employee-First Approach

AegisLiving concentrates on a "people first" policy beginning with its employees, the caregivers. It places its attention and organizational structure on them with a focus on hiring, retaining and rewarding good employees, meaning all the employees of AegisLiving.

With this attitude and commitment, ÁegisLiving has been recognized for the past several years as a "Best Company to Work For" by *Washington CEO* magazine. Why? Aegis provides the best training, the best opportunities for advancement, and the best working environment in the

industry. This is evidenced by the annual staff turnover rate that ranges from 23%-45% compared to an industry average of 120%.

The company offers many innovative ways to improve the lives of its employees. It offers competitive compensation plans, profit sharing and “soft benefits” like Appreciation Days for time off and discounts on massages, haircuts and prepared meals from community kitchens. In the last year, AegisLiving established the Potato Soup Foundation, a not-for-profit, tax-exempt organization with the principal purpose to help Aegis employees and their families in time of need.

Aegis Growth

AegisLiving's unique business model has allowed for continuing innovation while bringing the same focus on customer service to its residents as first-class hotels bring to their loyal customers. AegisLiving has posted aggressive revenue gains for 10 consecutive years, with operating measures that significantly beat industry standards. Based on this controlled growth, it has been ranked as one of the fastest growing companies in the United States.

AegisLiving has accomplished this successful growth by focusing development in four target areas: the greater Seattle area, Los Angeles, San Francisco and San Diego. Within these markets, AegisLiving is developing communities by using a cluster concept to promote brand awareness and maximize operational efficiencies and cost savings.

AegisLiving will continue to aggressively pursue the development of new communities in existing and new areas. The company's progressive model is evolving to focus on a new campus-type senior living, which will center on providing a comprehensive continuing care community – from retirement living to assisted living to Alzheimer's and dementia care.

Aegis Communities

AegisLiving provides a diverse group of community options to meet all seniors' needs.

- **Aegis Signature Living** communities are exclusive resort-style communities located in uniquely scenic venues and offering unparalleled services and amenities as well as beautiful architectural design.
- **Aegis Senior Living** offers independent, active seniors a distinctive, vibrant community that features luxurious amenities and a wide variety of floor plans.
- **Aegis Assisted Living** communities are newly constructed and specially designed for seniors who need a little help with assisted-living services.
- **Aegis Memory Care** are communities designed for those with memory loss. With Aegis's nationally recognized Life's Neighborhood™ program residents with Alzheimer's and dementia experience daily living free of stress through Snoezelen techniques and other “life skill” stations providing an environment focused on socialization and comfort in a safe and secure setting.
- **Aegis Senior Inns** are more casual, remodeled neighborhood communities that offer a smaller, intimate setting and options for seniors who need assisted-living services, or memory care.
- **Short-term or vacation stays** are also available at all AegisLiving communities.

Aegis Awards/Recognition

2007 - Entrepreneur of the Year (by Ernst & Young)

2006 - Entrepreneur of the Year finalist (by Ernst & Young)

2006 - Eastside Business of the Year (Bellevue Chamber of Commerce)

2006 - Best Companies to Work For (by Washington CEO magazine)

2005 - Silver Medal (by Mature Media Awards) for the AegisLiving brochure
2005 - Gold Medal (by Mature Media Awards) for advertising campaign
2005 - Entrepreneur of the Year finalist (by Ernst & Young)
2005 - Fastest Growing Private Company (by Puget Sound Business Journal)
2005 - Best Companies to Work For (by Washington CEO magazine)
2004 - Eastside Business of the Year finalist (Bellevue Chamber of Commerce)
2004 - Fastest Growing Private Company (by Puget Sound Business Journal)
2004 - Best Companies to Work For (by Washington CEO magazine)
2003 - Third Fastest Growing Private Company (by Inc Magazine)
2003 - Fastest Growing Private Company (by Puget Sound Business Journal)
2003 - Best Companies to Work For (by Washington CEO magazine)
2002 - Eastside Business of the Year finalist - (Bellevue Chamber of Commerce)
2002 - Fastest Growing Private Company (by Puget Sound Business Journal)
2002 - Best Companies to Work For (by Washington CEO magazine)
2001 - Best Places to Work (by Seattle Magazine)

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